



July 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 08.03.21 ON OR NEAR THE 1ST MONDAY EACH MONTH

v3.0 The Estin Report publishes a 10-page monthly Aspen real estate market "Snapshot" on or near the 1st Monday of each month. The Snapshot presents a "bottom line" summary and raw data of the subject month and YTD performance for residential real estate sales in Aspen and Snowmass with three sections: 1) Total combined Aspen Snowmass Village Market; 2) The Aspen Market; 3) The Snowmass Village Market. It features charts, tables and 30-day live links to photos and details of sold properties and compares the subject month to the same time in prior years. The Monthly Snapshot is the only Aspen and Snowmass property sales information widely published in a timely and consistent manner early each month.

Bottom Line July 2021: We are in a fast moving market where comps are a trailing indicator.

Sellers everywhere, in Aspen and Snowmass Village and down valley – at all price points and product - are testing the market with new pricing. At minimum, buyers are meeting the ask prices if not more. "Deals" are not happening. There's a new floor that's being set now and if/when there's a correction, the good properties will hold value and aren't going to go down as much. The Great Recession proved this point emphatically. If they do go down, on the next market cycle upwards, these properties will be the most liquid, will recover and appreciate more quickly than less well located, less desirable properties.

July 2021 Aspen & Snowmass Village Real Estate

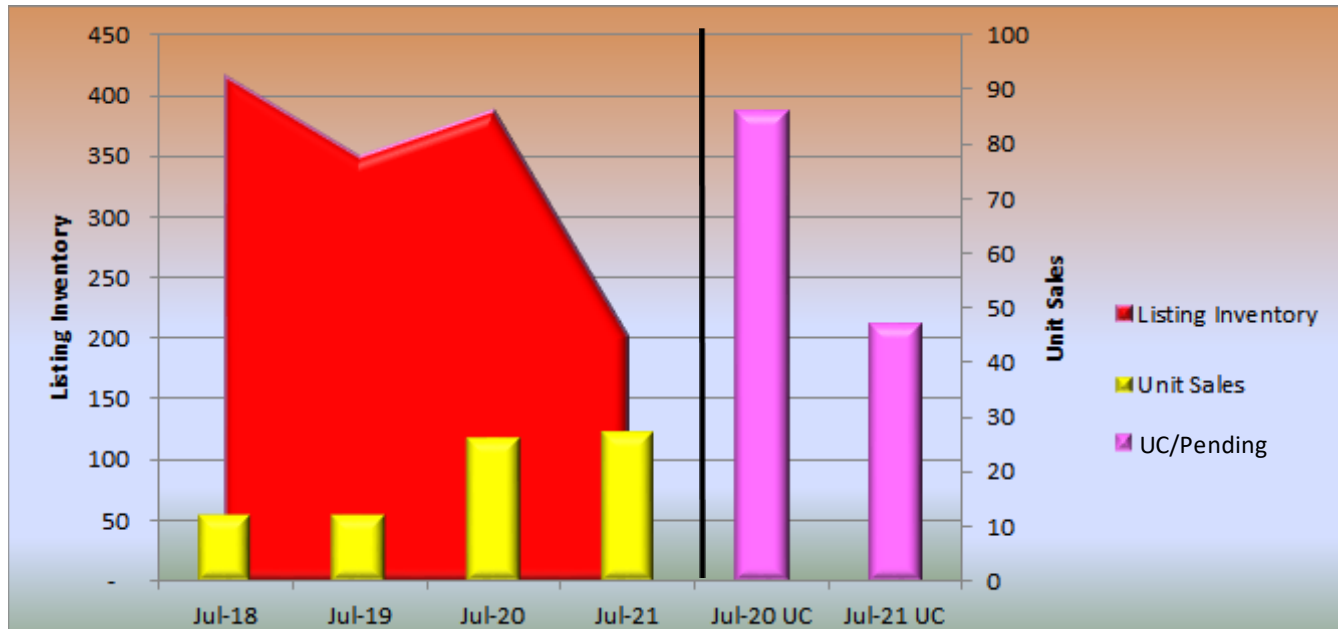
Total Aspen Snowmass Market	Jul-21	% Change	Jul-20	% Change	Jul-19	% Change	Jul-18
Monthly Unit Sales:	49	14%	43	87%	23	15%	20
Year-to-Date Unit Sales:	397	134%	170	-29%	239	13%	212
Monthly Dollar Sales:	\$ 215,848,879	-2%	\$ 219,721,725	188%	\$ 76,348,400	3%	\$ 74,407,500
Year-to-Date Dollar Sales:	\$ 1,790,753,408	144%	\$ 732,789,946	-11%	\$ 822,125,138	14%	\$ 723,577,938
Listing Inventory:	302	-52%	633	5%	603	-14%	705
Aspen Market							
Monthly Unit Sales:	27	4%	26	117%	12	0%	12
Year-to-Date Unit Sales:	210	119%	96	-32%	141	11%	127
Monthly Dollar Sales:	\$ 170,747,329	-3%	\$ 176,607,000	238%	\$ 52,251,000	8%	\$ 48,357,000
Year-to-Date Dollar Sales:	\$ 1,383,975,746	132%	\$ 595,923,267	-7%	\$ 642,922,404	11%	\$ 581,216,061
Listing Inventory:	202	-48%	387	11%	349	-16%	415
Snowmass Village Market							
Monthly Unit Sales:	22	29%	17	55%	11	38%	8
Year-to-Date Unit Sales:	187	153%	74	-24%	98	15%	85
Monthly Dollar Sales:	\$ 45,101,550	5%	\$ 43,114,725	79%	\$ 24,097,400	-7%	\$ 26,050,500
Year-to-Date Dollar Sales:	\$ 406,777,662	197%	\$ 136,866,679	-24%	\$ 179,202,734	26%	\$ 142,361,877
Listing Inventory:	100	-59%	246	-3%	254	-12%	290
Total Property Sales \$10M and Over							
Monthly Unit Sales:	6	100%	3	50%	2	0%	2
Year-to-Date Unit Sales:	42	133%	18	0%	18	0%	18
Monthly Dollar Sales:	\$ 116,766,329	50%	\$ 77,650,000	203%	\$ 25,650,000	-3%	\$ 26,495,000
Year-to-Date Dollar Sales:	\$ 815,280,930	176%	\$ 295,547,135	3%	\$ 286,634,350	-15%	\$ 338,135,000

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Source data is from the Aspen Glenwood MLS and is scrubbed (Pg3) to remove outlier and misleading sales. Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M. Sales by specific Aspen and Snowmass neighborhoods are on Pages 7 and 9 respectively. Included property types are single family homes, condos, townhomes, duplexes and residential vacant lots at sold prices over \$250,000 except where otherwise indicated. Fractionals are not included.

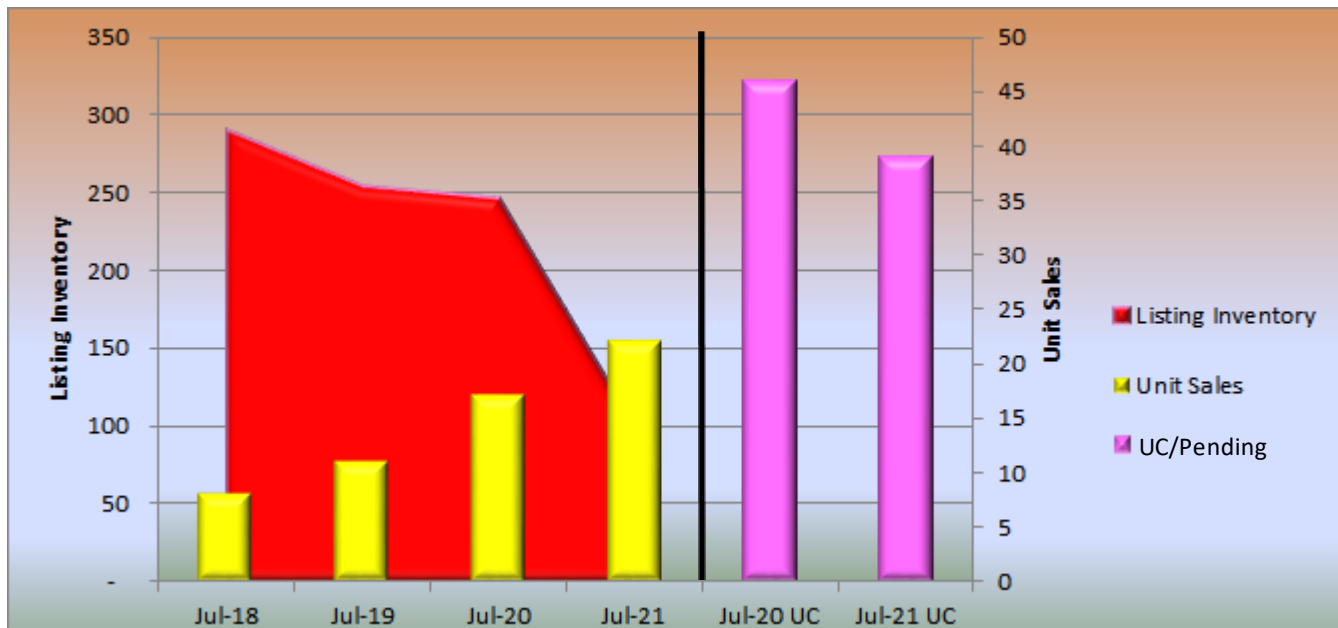


July 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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July 2021 Snowmass Village Real Estate Inventory, Sales and Under Contracts



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NOTE: UC— The number of units that went Under Contract in Apr 2021. This does not necessarily mean that they will close in July or July 2021, or at all. They July fall out of contract. UC's are used as an indicator of future activity when compared to the prior year. In general, a rising number of under contracts combined with falling inventory of properties for sale indicates price pressure upwards, and vice versa, but the data should to be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



Aspen Only: July 2021 Market Statistics Summary

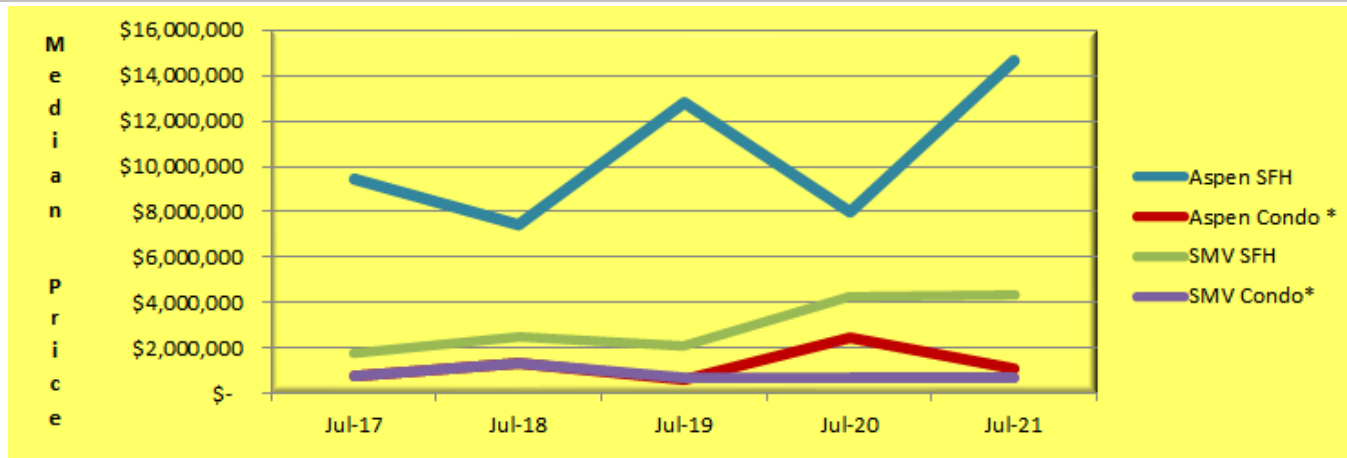
	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21
Single Family Homes							
Unit Sales	5	-60%	2	450%	11	-9%	10
YTD Unit Sales	48	-13%	42	-10%	38	118%	83
Monthly \$ Sales	\$ 37,250,000	-31%	\$ 25,650,000	395%	\$ 126,945,000	7%	\$ 136,041,329
YTD \$ Sales	\$ 336,969,707	11%	\$ 374,916,850	-4%	\$ 361,146,767	191%	\$ 1,052,520,930
Listing Inventory	197	-9%	179	2%	183	-48%	96
Condos / Townhomes							
Unit Sales	7	0%	7	114%	15	13%	17
YTD Unit Sales	73	10%	80	-33%	54	119%	118
Monthly \$ Sales	\$ 11,107,000	12%	\$ 12,451,000	299%	\$ 49,662,000	-30%	\$ 34,706,000
YTD \$ Sales	\$ 211,646,354	-17%	\$ 176,020,940	28%	\$ 225,226,500	26%	\$ 284,769,816
Listing Inventory	157	-22%	122	34%	164	-46%	89

Snowmass Village Only: July 2021 Market Statistics Summary

	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21
Single Family Homes							
Unit Sales	2	250%	7	0%	7	-14%	6
YTD Unit Sales	26	4%	27	-44%	15	167%	40
Monthly \$ Sales	\$ 5,075,000	310%	\$ 20,827,500	52%	\$ 31,632,725	-10%	\$ 28,400,000
YTD \$ Sales	\$ 78,644,677	34%	\$ 105,088,100	-47%	\$ 55,321,725	285%	\$ 212,918,500
Listing Inventory	96	-20%	77	0%	77	-64%	28
Condos / Townhomes							
Unit Sales	4	0%	4	125%	9	78%	16
YTD Unit Sales	57	21%	69	-17%	57	153%	144
Monthly \$ Sales	\$ 4,875,500	-33%	\$ 3,269,900	224%	\$ 10,587,000	58%	\$ 16,701,550
YTD \$ Sales	\$ 47,617,200	51%	\$ 71,946,300	5%	\$ 75,749,954	140%	\$ 181,784,162
Listing Inventory	181	-9%	165	-2%	161	-56%	71



July 2021 Aspen and Snowmass Median Sold Prices

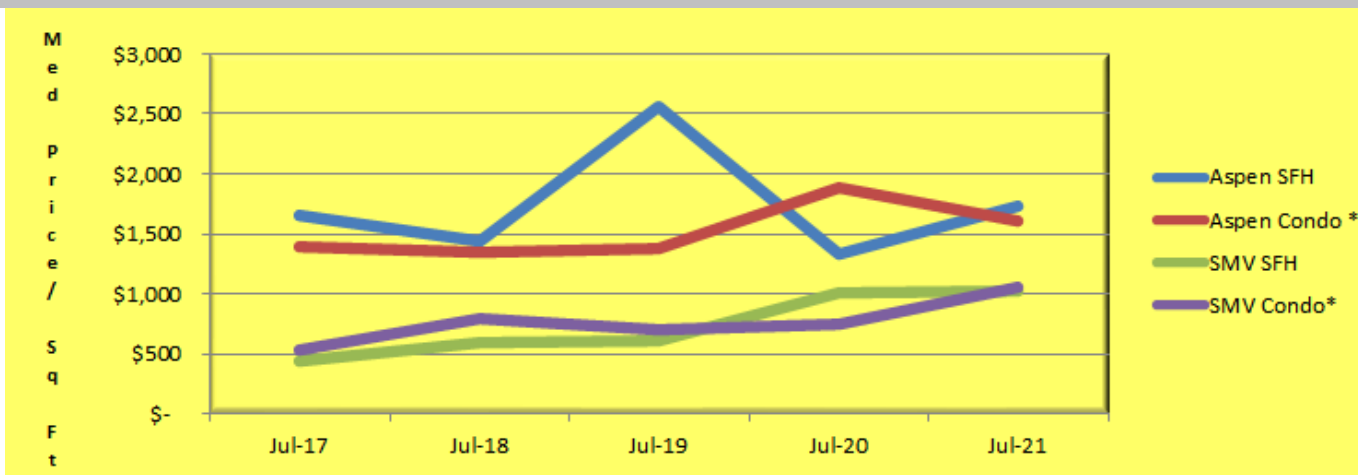


Median Price	Jul-17	% Chg	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21
Aspen SFH	\$9,450,000	-22%	\$7,400,000	73%	\$12,825,000	-38%	\$8,000,000	83%	\$14,625,000
Aspen Condo *	\$785,250	68%	\$1,317,000	-56%	\$579,000	323%	\$2,450,000	-54%	\$1,125,000
SMV SFH	\$1,800,000	41%	\$2,537,500	-17%	\$2,100,000	105%	\$4,295,000	2%	\$4,375,000
SMV Condo*	\$767,500	75%	\$1,346,500	-50%	\$670,000	10%	\$735,000	-5%	\$701,000

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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. *Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. Single Family Homes are SFH. Median prices are less likely than avg. prices to be disproportionately skewed by extreme high or low priced sales, and they are generally considered a more accurate measure of price direction. For Avg Sold Prices and Sold \$/SqFt metrics by neighborhoods, go to pg 7 (Aspen) & 9 (SMV). A blank cell above represents no sales during the time period.

July 2021 Med Sold Price/Sq Ft for Aspen and Snowmass Village



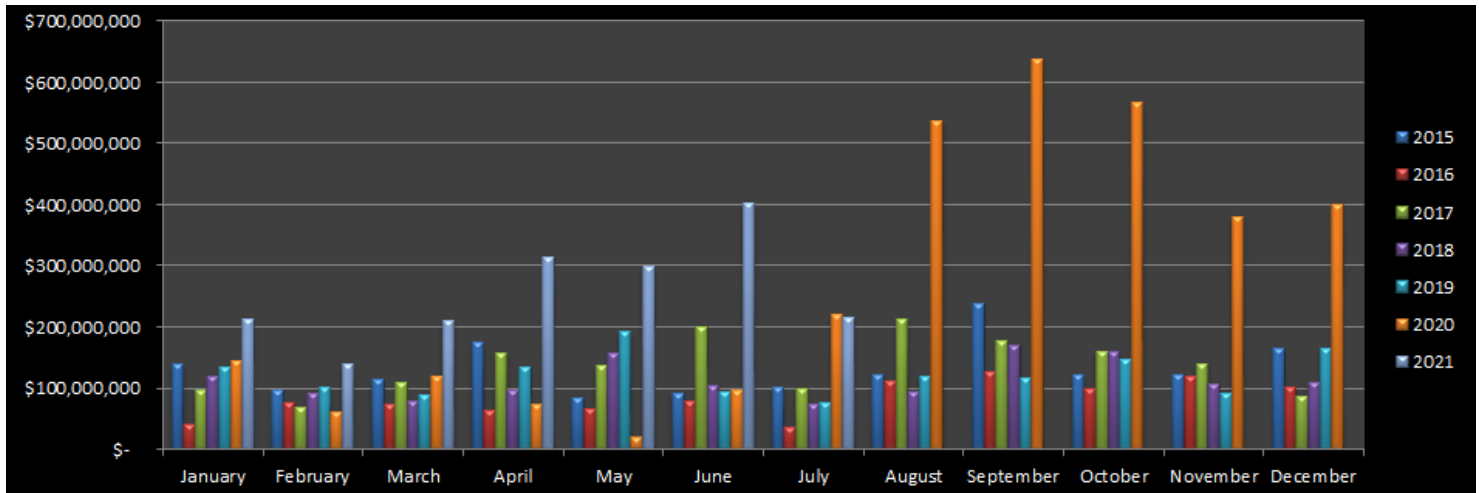
Med Price / Sq Ft	Jul-17	% Chg	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21
Aspen SFH	\$1,659	-14%	\$1,435	78%	\$2,555	-48%	\$1,333	30%	\$1,733
Aspen Condo *	\$1,394	-3%	\$1,351	2%	\$1,380	37%	\$1,884	-14%	\$1,616
SMV SFH	\$447	34%	\$598	3%	\$613	64%	\$1,006	1%	\$1,021
SMV Condo*	\$539	47%	\$792	-12%	\$700	7%	\$746	41%	\$1,051

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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. *Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg \$/SqFt metrics by neighborhoods, go to pages 7 & 9. A blank cell above represents no sales during the time period.



Estin Report: Total Aspen Snowmass Combined Market July 2021 & Historical Sales



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Estin Report: Total Aspen Snowmass Market July 2021 Dollar Sales

Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	\$ 138,312,067	-71%	\$ 40,282,500	137%	\$ 95,290,500	25%	\$ 118,993,752	13%	\$ 134,648,280	8%	\$ 145,586,968	45%	\$ 211,626,263
February	\$ 95,847,000	-19%	\$ 77,329,500	-12%	\$ 67,978,000	36%	\$ 92,525,750	10%	\$ 101,940,000	-40%	\$ 60,810,000	128%	\$ 138,536,200
March	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936	14%	\$ 89,541,910	33%	\$ 119,044,253	77%	\$ 210,573,669
April	\$ 174,738,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-38%	\$ 96,549,000	40%	\$ 134,723,449	-46%	\$ 72,958,000	330%	\$ 313,967,249
May	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	15%	\$ 157,289,500	22%	\$ 191,551,350	-90%	\$ 19,314,000	1447%	\$ 298,864,000
June	\$ 90,812,196	-14%	\$ 78,271,000	155%	\$ 199,866,601	-47%	\$ 105,063,500	-11%	\$ 93,371,750	2%	\$ 95,355,000	321%	\$ 401,337,148
July	\$ 101,544,000	-64%	\$ 36,593,500	172%	\$ 99,459,375	-25%	\$ 74,407,500	3%	\$ 76,348,400	188%	\$ 219,721,725	-2%	\$ 215,848,879
August	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	26%	\$ 119,314,750	349%	\$ 535,531,000	-100%	\$ -
September	\$ 238,134,900	-47%	\$ 127,356,500	38%	\$ 176,057,000	-3%	\$ 169,987,900	-32%	\$ 115,547,359	452%	\$ 638,268,801	-100%	\$ -
October	\$ 120,533,490	-18%	\$ 98,821,700	62%	\$ 159,827,550	-1%	\$ 158,351,350	-7%	\$ 147,886,470	283%	\$ 566,544,250	-100%	\$ -
November	\$ 122,384,722	-3%	\$ 118,725,000	18%	\$ 140,124,000	-24%	\$ 106,018,750	-13%	\$ 92,079,889	312%	\$ 379,300,062	-100%	\$ -
December	\$ 163,815,796	-38%	\$ 102,061,000	-15%	\$ 86,249,075	27%	\$ 109,477,218	51%	\$ 165,204,371	142%	\$ 400,218,600	-100%	\$ -
Annual Total	\$ 1,565,794,623	-36%	\$ 994,616,068	65%	\$ 1,639,786,057	-17%	\$ 1,362,051,760	7%	\$ 1,462,157,978	122%	\$ 3,252,652,659	-45%	\$ 1,790,753,408
YTD Total	\$ 799,007,613	-45%	\$ 435,519,018	99%	\$ 865,298,982	-16%	\$ 723,577,938	14%	\$ 822,125,138	-11%	\$ 732,789,946	144%	\$ 1,790,753,408

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Estin Report: Total Aspen Snowmass Market July 2021 Unit Sales

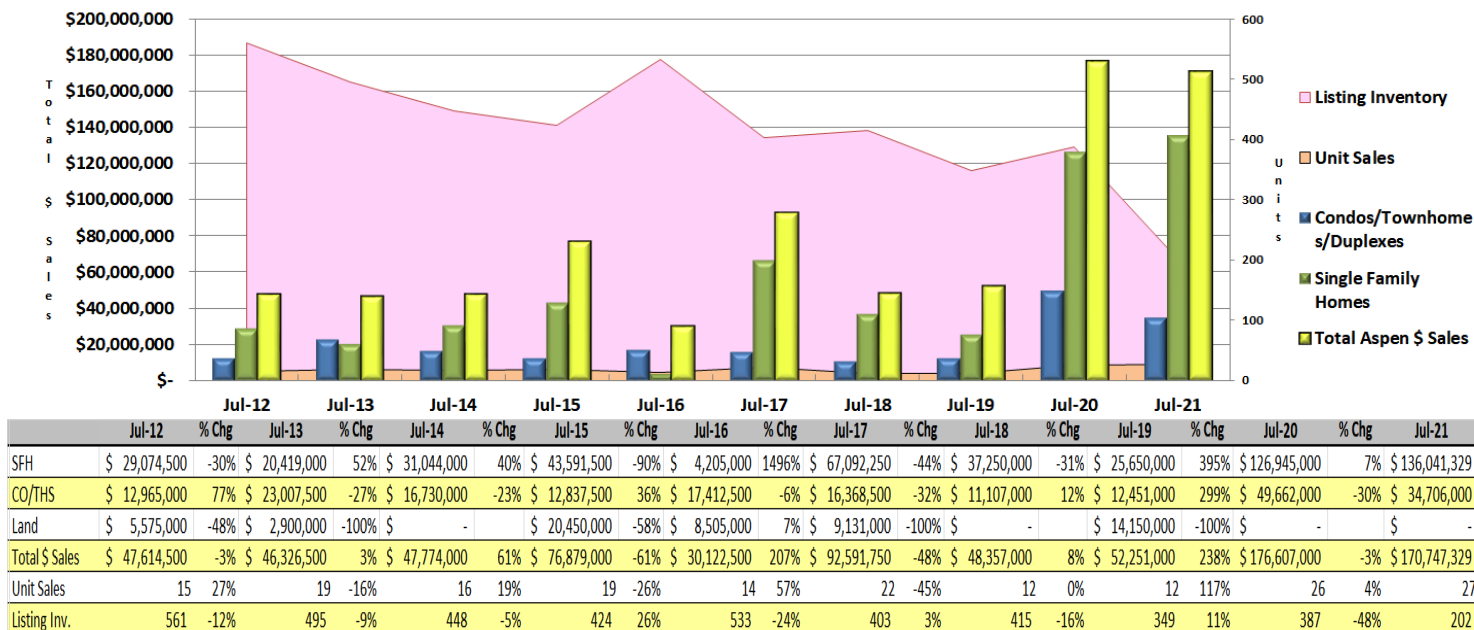
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	16	406%	81
May	43	-58%	18	167%	48	-21%	38	42%	54	-85%	8	613%	57
June	39	-49%	20	110%	42	-10%	38	-26%	28	-29%	20	205%	61
July	27	-33%	18	50%	27	-26%	20	15%	23	87%	43	14%	49
August	27	48%	40	50%	60	-30%	42	-2%	41	139%	98	-100%	0
September	60	-35%	39	26%	49	8%	53	-32%	36	203%	109	-100%	0
October	38	5%	40	8%	43	14%	49	-29%	35	194%	103	-100%	0
November	36	-19%	29	52%	44	-14%	38	-8%	35	143%	85	-100%	0
December	38	-5%	36	-22%	28	57%	44	-14%	38	95%	74	-100%	0
Annual Totals	451	-25%	339	40%	474	-8%	438	-3%	424	51%	639	-38%	397
YTD Total	252	-38%	155	61%	250	-15%	212	13%	239	-29%	170	134%	397

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July 2021 Aspen Sales Comparisons

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



*Includes Aspen, Brush Creek Village, Woody Creek, and Old Snowmass homes over \$1.5M.
Vacant land excluded for scale reasons.

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	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21	% Chg	Jun-21	% Chg	Jun-20
Single Family Homes											
Unit Sales	5	-60%	2	450%	11	-9%	10	-100%	20	233%	6
YTD Unit Sales	48	-13%	42	-10%	38	118%	83	12%	73	170%	27
Monthly \$ Sales	\$ 37,250,000	-31%	\$ 25,650,000	395%	\$ 126,945,000	7%	\$ 136,041,329	-114%	\$ 291,040,000	394%	\$ 58,950,000
YTD \$ Sales	\$ 336,969,707	11%	\$ 374,916,850	-4%	\$ 361,146,767	191%	\$ 1,052,520,930	13%	\$ 916,479,601	291%	\$ 234,201,767
Listing Inventory	197	-9%	179	2%	183	-48%	96	3%	93	-41%	157
Condos / Townhomes											
Unit Sales	7	0%	7	114%	15	13%	17	6%	16	167%	6
YTD Unit Sales	73	10%	80	-33%	54	119%	118	14%	101	159%	39
Monthly \$ Sales	\$ 11,107,000	12%	\$ 12,451,000	299%	\$ 49,662,000	-30%	\$ 34,706,000	2%	\$ 33,992,148	31%	\$ 25,995,000
YTD \$ Sales	\$ 211,646,354	-17%	\$ 176,020,940	28%	\$ 225,226,500	26%	\$ 284,769,816	12%	\$ 250,063,816	42%	\$ 175,564,500
Listing Inventory	157	-22%	122	34%	164	-46%	89	-8%	96	-26%	129
Vacant Land											
Unit Sales	0		3	-100%	0		0		3		0
YTD Unit Sales	6	217%	19	-79%	4	125%	9	0%	9	125%	4
Monthly \$ Sales	\$ -		\$ 14,150,000	-100%	\$ -		\$ -		\$ 15,810,000		\$ -
YTD \$ Sales	\$ 32,600,000	182%	\$ 91,984,615	-90%	\$ 9,550,000	389%	\$ 46,685,000	0%	\$ 46,685,000	389%	\$ 9,550,000
Listing Inventory	61	-21%	48	-17%	40	-58%	17	0%	17	-47%	32
Total Aspen Market											
Total Unit Sales	12	0%	12	117%	26	4%	27	-44%	39	225%	12
YTD Unit Sales	127	11%	141	-32%	96	119%	210	13%	183	161%	70
Total Monthly \$ Sales	\$ 48,357,000	8%	\$ 52,251,000	238%	\$ 176,607,000	-3%	\$ 170,747,329	-100%	\$ 340,842,148	301%	\$ 84,945,000
Total YTD \$ Sales	\$ 581,216,061	11%	\$ 642,922,404	-7%	\$ 595,923,267	132%	\$ 1,383,975,746	12%	\$ 1,213,228,417	189%	\$ 419,316,267
Listing Inventory	415	-16%	349	11%	387	-48%	202	-2%	206	-35%	318

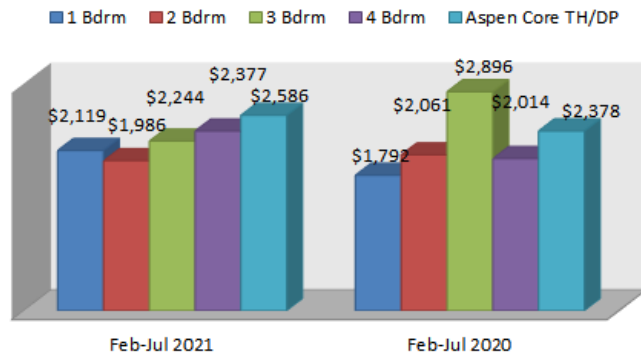
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes are misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report* is copyrighted 2021 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "The [Estin Report](http://www.EstinAspen.com) on Aspen real estate." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys broker Tim Estin at 970.309.6163 or tim@estinaspenn.com

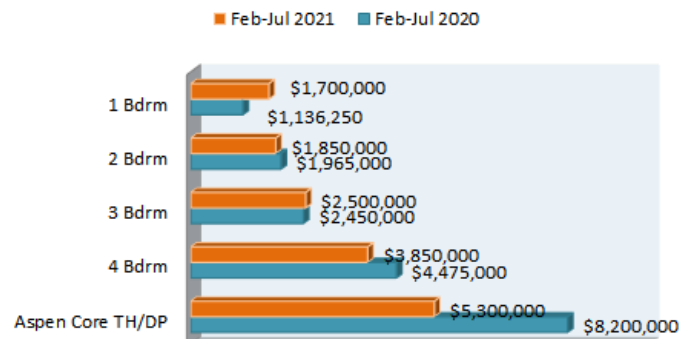


Estin Report: July 2021 Aspen Core Condos* - 6-Mos.Averages

Avg Sold \$ / Sq Ft



Median Sold Price



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020
1 Bdrm	1,645,833	58%	1,040,625	2,119	18%	1,792	763	10%	693	97%	1%	96%	93%	-3%	96%	9	125%	4	\$ 14,812,500	256%	\$ 4,162,500
2 Bdrm	1,765,957	5%	1,689,364	1,986	17%	1,700	890	-15%	1,042	96%	4%	92%	94%	8%	88%	23	229%	7	\$ 40,617,000	243%	\$ 11,825,545
3 Bdrm	3,168,636	-25%	4,241,900	2,244	3%	2,183	1,389	-16%	1,656	96%	11%	86%	95%	14%	84%	11	120%	5	\$ 34,855,000	64%	\$ 21,209,500
4 Bdrm	3,850,000	-53%	8,166,875	2,377	27%	1,879	1,620	-28%	2,264	96%	14%	85%	96%	25%	77%	1	-75%	4	\$ 3,850,000	-88%	\$ 32,667,500
Aspen Core TH/DP	6,463,182	-26%	8,789,000	2,586	9%	2,378	2,544	-31%	3,683	97%	9%	88%	96%	14%	84%	11	120%	5	\$ 71,095,000	62%	\$ 43,945,000

*Townhomes (TH)+Duplexes are separated out from Condos/Townhomes/Dup category per AGSMLS.

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Estin Report: What Aspen* Areas Are Selling? 6-Mos.Avg. Sales by Location

Location	Avg Sold Price (\$M)			Avg Sold \$/SqFt			Sold Price % Ask			Sold Price % Orig			Unit Sales			Dollar Sales			Active Listings			Absorption Rate		
	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020
Central Core (SFH)	\$15.2	80%	\$8.5	\$2,867	46%	\$1,968	99%	29%	77%	94%	22%	77%	4	100%	2	\$60.8	260%	\$16.9	16	-11%	18	24	-56%	54
Central Core (CO&TH)	\$2.6	-48%	\$5.0	\$2,152	-5%	\$2,256	96%	12%	86%	95%	19%	80%	68	162%	26	\$176.3	36%	\$130.0	144	23%	117	13	-53%	27
Smuggler (SFH)	\$7.4	-40%	\$12.2	\$1,493	-2%	\$1,527	92%	-2%	94%	91%	-3%	94%	5	400%	1	\$36.8	202%	\$12.2	3	-63%	8	4	-93%	48
Smuggler (CO&TH)	\$0.9	10%	\$0.8	\$1,109	17%	\$949	98%	1%	97%	97%	0%	97%	17	750%	2	\$14.7	836%	\$1.6	23	64%	14	8	-81%	42
West Aspen	\$15.5	8%	\$14.3	\$1,980	22%	\$1,627	95%	13%	84%	91%	26%	73%	22	175%	8	\$340.1	198%	\$114.2	71	15%	62	19	-58%	47
West End	\$10.0	35%	\$7.4	\$2,296	16%	\$1,985	93%	-2%	95%	92%	-1%	93%	10	67%	6	\$99.8	125%	\$44.4	31	0%	31	19	-40%	31
Red Mountain	\$20.6	23%	\$16.8	\$2,463	11%	\$2,216	94%	8%	87%	93%	8%	87%	12	500%	2	\$247.1	638%	\$33.5	25	-43%	44	13	-91%	132
East Aspen	\$7.8	-30%	\$11.1	\$2,288	53%	\$1,492	96%	12%	86%	91%	12%	81%	6	50%	4	\$47.1	6%	\$44.5	26	-10%	29	26	-40%	44
McLain Flats/Starwood	\$3.9	-23%	\$5.1	\$947	-21%	\$1,205	94%	4%	90%	79%	-12%	90%	1	-50%	2	\$3.9	-61%	\$10.2	14	-42%	24	84	17%	72
Woody Creek (> \$1.5M)	\$12.2	539%	\$1.9	\$1,167	141%	\$485	92%	11%	83%	91%	27%	72%	5	400%	1	\$60.8	3097%	\$1.9	13	-19%	16	16	-84%	96
Brush Creek Village (> \$1.5M)	\$3.1			\$771			97%			106%			2		0	\$6.1		\$0.0	8	0%	8	24		

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*Specific Aspen areas only and not all Aspen neighborhoods are represented. See Pg 9 for Snowmass Village and Old Snowmass.

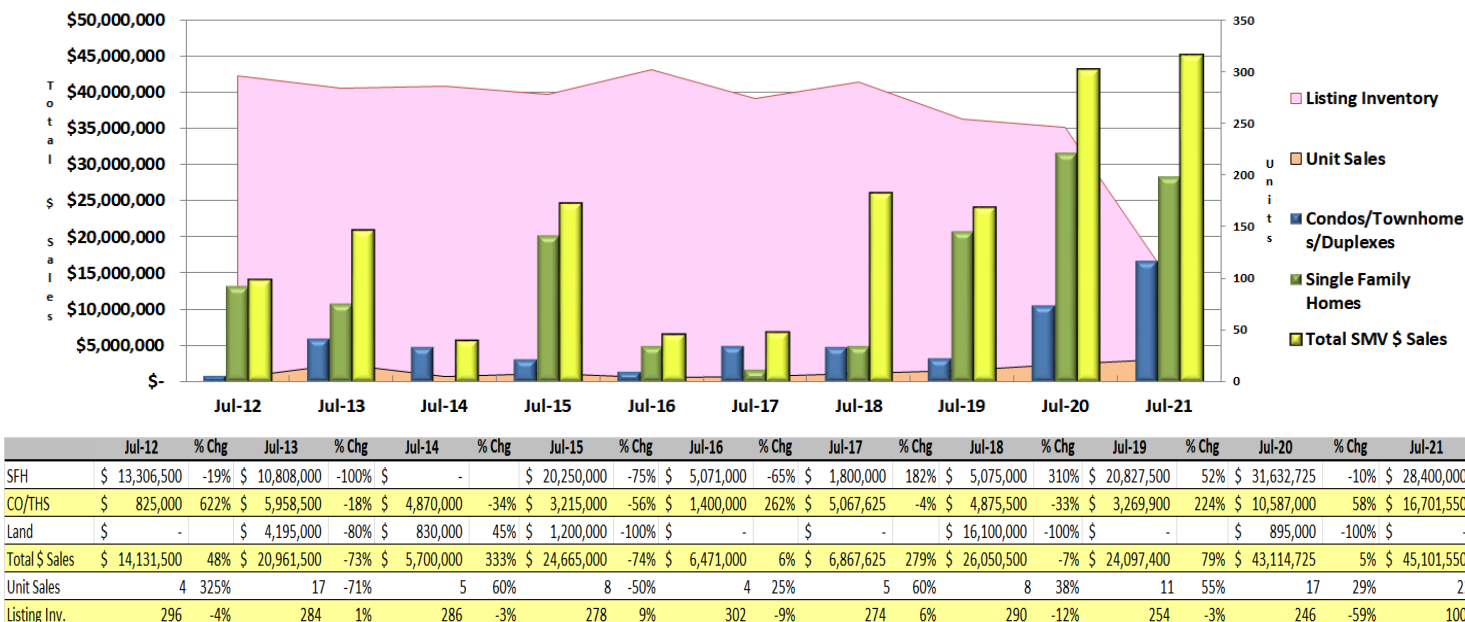
NOTE: All blank spaces represent a zero value or invalid percentage.

**Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of properties.



July 2021 Snowmass Village Sales Comparisons

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



*Snowmass Village only. Vacant Land is excluded from graph for scale reasons.

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	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21	% Chg	Jun-21	% Chg	Jun-20
Single Family Homes											
Unit Sales	2	250%	7	0%	7	-14%	6	17%	7	250%	2
YTD Unit Sales	26	4%	27	-44%	15	167%	40	-15%	34	325%	8
Monthly \$ Sales	\$ 5,075,000	310%	\$ 20,827,500	52%	\$ 31,632,725	-10%	\$ 28,400,000	-47%	\$ 41,832,000	742%	\$ 4,970,000
YTD \$ Sales	\$ 78,644,677	34%	\$ 105,088,100	-47%	\$ 55,321,725	285%	\$ 212,918,500	13%	\$ 184,518,500	679%	\$ 23,689,000
Listing Inventory	96	-20%	77	0%	77	-64%	28	7%	26	-59%	63
Condos / Townhomes											
Unit Sales	4	0%	4	125%	9	78%	16	13%	14	133%	6
YTD Unit Sales	57	21%	69	-17%	57	153%	144	-11%	128	167%	48
Monthly \$ Sales	\$ 4,875,500	-33%	\$ 3,269,900	224%	\$ 10,587,000	58%	\$ 16,701,550	23%	\$ 12,913,000	137%	\$ 5,440,000
YTD \$ Sales	\$ 47,617,200	51%	\$ 71,946,300	5%	\$ 75,749,954	140%	\$ 181,784,162	9%	\$ 165,082,612	153%	\$ 65,162,954
Listing Inventory	181	-9%	165	-2%	161	-56%	71	-8%	77	-52%	162
Vacant Land											
Unit Sales	2	-100%	0		1	-100%	0		1		0
YTD Unit Sales	2	0%	2	0%	2	50%	3	0%	3	200%	1
Monthly \$ Sales	\$ 16,100,000	-100%	\$ -		\$ 895,000	-100%	\$ -		\$ 5,750,000		\$ -
YTD \$ Sales	\$ 16,100,000	-87%	\$ 2,168,334	167%	\$ 5,795,000	108%	\$ 12,075,000	0%	\$ 12,075,000	146%	\$ 4,900,000
Listing Inventory	13	-8%	12	-33%	8	-88%	1	-100%	2	-71%	7
Total Snowmass Village Market											
Total Unit Sales	8	38%	11	55%	17	29%	22	0%	22	175%	8
YTD Unit Sales	85	15%	98	-24%	74	153%	187	-12%	165	189%	57
Total Monthly \$ Sales	\$ 26,050,500	-7%	\$ 24,097,400	79%	\$ 43,114,725	5%	\$ 45,101,550	-34%	\$ 60,495,000	481%	\$ 10,410,000
Total YTD \$ Sales	\$ 142,361,877	26%	\$ 179,202,734	-24%	\$ 136,866,679	197%	\$ 406,777,662	11%	\$ 361,676,112	286%	\$ 93,751,954
Listing Inventory	290	-12%	254	-3%	246	-59%	100	-5%	105	-55%	232

NOTE: Blank spaces represent a zero value or invalid percentage.

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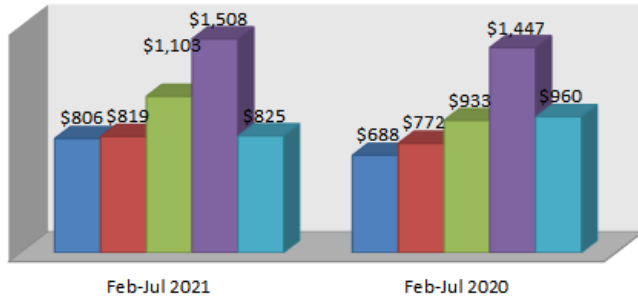
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes are misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report*® is copyrighted 2021 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "The [Estin Report](http://www.EstinReport.com) on Aspen real estate." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys broker Tim Estin at 970.309.6163 or tim@estinaspen.com



Estin Report: July 2021 Snowmass Village Condos*—6-Mos. Averages

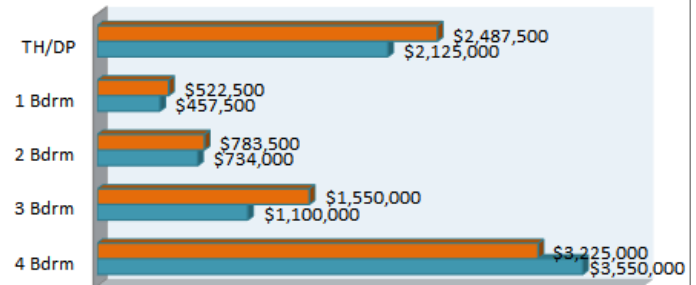
Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



Median Sold Price

Feb-Jul 2021 Feb-Jul 2020



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020
1 Bdrm	564,579	23%	458,125	806	17%	688	708	5%	674	99%	2%	97%	98%	2%	96%	26	550%	4	\$ 14,679,050	701%	\$ 1,832,500
2 Bdrm	930,788	19%	785,153	819	6%	772	1,103	10%	1,006	98%	5%	93%	97%	7%	91%	46	188%	16	\$ 42,816,250	241%	\$ 12,562,454
3 Bdrm	1,908,340	18%	1,610,556	1,103	18%	933	1,694	1%	1,681	97%	2%	95%	97%	7%	90%	25	178%	9	\$ 47,708,500	229%	\$ 14,495,000
4 Bdrm	3,990,000	12%	3,550,000	1,508	4%	1,447	2,463	3%	2,386	97%	4%	93%	96%	4%	93%	5	150%	2	\$ 19,950,000	181%	\$ 7,100,000
TH/DP	1,140,401	9%	1,043,179	960	16%	825	1,146	1%	1,132	97%	4%	94%	97%	6%	91%	14	180%	5	\$ 15,965,612	206%	\$ 5,215,896

*Townhomes (TH) + Duplexes are Decarated out from Condos/Townhomes/Dup category in AGSMLS.

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Estin Report: What Snowmass Village* Areas Are Selling? 6-Mos. Avg. Sales by Location

Location	Avg Sold Price (\$M)			Avg Sold \$/SqFt			Sold Price % Ask			Sold Price % Orig			Unit Sales		Dollar Sales			Active Listings			Absorption Rate (Mos.)*			
	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	Feb-Jul 2021	% Chg	Feb-Jul 2020	
Divide	\$8.9	163%	\$3.4	\$1,493	144%	\$612	95%	25%	76%	91%	33%	68%	2	100%	1	\$17.8	427%	\$3.4	1	-88%	8	3	-94%	48
Wood Run	\$6.6			\$1,450			97%			90%			8		0	\$53.0		\$0.0	14	-13%	16	11		
Ridge Run	\$3.6	1%	\$3.6	\$952	2%	\$934	96%	3%	94%	96%	7%	89%	9	80%	5	\$32.5	82%	\$17.9	16	-16%	19	11	-53%	23
Fox Run PUD	\$4.2			\$826			96%			94%			2		0	\$8.3		\$0.0	4	-20%	5	12		
Two Creeks	\$8.4	11%	\$7.6	\$1,522	10%	\$1,378	99%	4%	95%	99%	4%	95%	2	0%	2	\$16.8	11%	\$15.2	5	-17%	6	15	-17%	18
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.7	40%	\$1.9	\$942	62%	\$580	95%	9%	87%	88%	6%	84%	1	-50%	2	\$2.7	-30%	\$3.8	2	-75%	8	12	-50%	24
Meadow Ranch	\$1.3	60%	\$0.8	\$758	17%	\$646	96%	0%	96%	95%	-1%	96%	4	300%	1	\$5.1	542%	\$0.8	3	-40%	5	5	-85%	30
Horse Ranch	\$5.1	2%	\$5.0	\$1,155	15%	\$1,006	95%	3%	92%	97%	5%	92%	5	400%	1	\$25.7	410%	\$5.0	9	29%	7	11	-74%	42
Sinclair Meadows	\$4.3	0%	\$4.3	\$1,574	24%	\$1,271	96%	-4%	100%	96%	-4%	100%	1	0%	1	\$4.3	0%	\$4.3	3	50%	2	18	50%	12
Country Club Estates	\$4.7	178%	\$1.7	\$1,670	156%	\$653	100%	13%	89%	100%	15%	87%	2	0%	2	\$9.4	178%	\$3.4	1	0%	1	3	0%	3
Old Snowmass (> \$1.5M)	\$2.1	-47%	\$4.0	\$672	-25%	\$900	99%	9%	91%	99%	18%	84%	4	-43%	7	\$8.6	-70%	\$28.3	16	-20%	20	24	40%	17

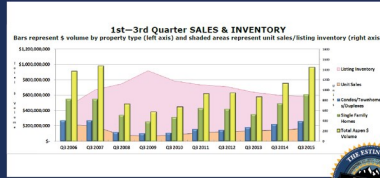
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*Specific Snowmass Village and Old Snowmass and not all SMV neighborhoods are represented. For Aspen areas see Pg 7.

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July 2021: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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Weekly Market Updates. See What's Movin' and Shakin'.

"I am in the real estate industry and I deal with many brokers. Tim Estin is the hardest working broker I have ever dealt with. He has great intuition, a thoughtful professional manner and he overcame many challenges with our listing. I wholeheartedly recommend him for any Aspen real estate brokerage needs."

- JK/K COMPANY, DENVER AND CHICAGO

"On-going research and analysis of the local real estate market positions Tim Estin to meet the most unique demands of potential clients in Aspen. While closing on a very complex transaction, Tim never said NO to our numerous requests, was always available, and very knowledgeable and helpful in getting us the best deal possible. Thank you for thinking 'out of the box'."

- N&MS, ASPEN AND NYC

"Tim Estin brought both passion and a deep, multi-generational local knowledge of the area to the table. He was our crusader. Unbelievably, he found us an unlisted, off-market property that was perfect for us. His connections and savvy enabled us to buy the house of our dreams. He handled everything with aplomb."

- FS, ASPEN AND DC

"Tim Estin is the very definition of the realtor pro who stands with distinction far above and beyond a very crowded Aspen broker field...Those who lump all brokers together in one generalized statement, "Brokers are brokers", will miss out on the uniqueness and impressiveness of this one individual."

- W&NP, ASPEN, CO



"No Broker works harder than Tim Estin. More importantly, he has the business smarts and the analytical background to evaluate the dollars and cents of purchasing and selling a property in Aspen. He complements that wonderfully with the common sense and empathy to advise us - as buyers and sellers - if any given real estate decision is "right for us. We view Tim's counsel as invaluable."

- T&SW, NYC

"Your report is incredible... The executive summary/recap and the report itself is stunning and it is rich with useful information. This is a seriously amazing amount of work."

- LN APPRAISAL NETWORK, ASPEN

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Contact the expert in Aspen real estate and author of *The Estin Report*, the primary market guide for Aspen Snowmass real estate and one of the many reasons local media call him, "One of the town's best real estate brokers."

